ROOMS REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	73.2	72.7	80.9	79.7	$ 67.45	$ 66.27	$ 43.40	$ 42.71	$ 17.96	$ 16.66	22.8	21.9
CENSUS REGION:												
Northeast	78.4	79.8	55.1	57.9	$113.43	$107.94	$ 74.99	$ 70.15	$ 26.44	$ 24.63	22.9	22.3
North Central	69.9	74.2	50.2	48.4	53.49	52.59	35.68	35.39	12.62	11.66	23.7	22.6
South	70.9	69.6	99.9	98.7	57.28	56.74	32.29	32.44	15.38	14.04	22.5	21.0
West	77.2	75.8	85.8	81.1	68.49	67.85	44.94	45.00	12.54	12.45	23.6	25.5
CENSUS DIVISION:												
New England	69.6	61.0	*	*	$ 59.44	$ 63.72	$ *	$ *	$ *	$ *	*	*
Middle Atlantic	78.7	80.5	55.1	58.1	115.04	109.07	75.14	70.29	26.49	24.69	22.8	22.3
South Atlantic	74.8	72.1	118.0	115.8	59.44	57.79	31.02	30.30	15.78	14.97	22.3	22.4
East North Central	69.6	73.1	48.2	45.7	53.81	52.61	36.69	36.48	12.74	11.61	23.6	22.2
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	70.4	75.9	54.4	54.0	52.98	52.56	33.62	33.22	12.37	11.76	23.9	23.2
West South Central	64.2	65.5	60.3	64.7	52.94	54.81	36.18	38.15	14.42	12.05	23.1	18.1
Mountain	71.0	67.2	73.8	41.4	51.53	51.87	26.95	32.00	9.67	9.67	22.4	25.9
Pacific	80.8	81.3	87.0	84.9	77.12	76.29	46.60	45.95	14.97	14.85	24.2	25.2
AFFILIATION:												
Chain	73.5	73.1	80.1	76.9	$ 66.01	$ 64.93	$ 42.88	$ 42.74	$ 17.91	$ 16.60	22.7	21.8
Independent	71.4	71.0	84.7	93.4	74.96	73.23	45.88	42.59	18.28	17.06	23.5	23.1
LOCATION:												
Center City	69.4	70.9	65.8	67.7	$ 85.91	$ 86.04	$ 58.01	$ 57.06	$ 23.30	$ 21.23	24.1	22.6
Suburban	71.3	70.8	68.2	62.5	57.68	56.19	35.86	35.61	13.16	12.37	21.7	21.5
Airport	74.6	72.5	49.5	52.5	55.71	54.59	41.51	40.38	11.65	11.35	20.0	19.7
Highway	76.5	75.1	110.7	111.2	46.62	44.99	24.45	23.32	11.27	10.87	22.7	22.9
Resort	78.4	76.8	128.1	124.9	79.03	74.09	39.87	37.78	17.59	15.83	21.0	20.7
SIZE:												
Under 150 Rooms	72.6	72.1	75.5	72.0	$ 50.10	$ 48.35	$ 30.05	$ 29.82	$ 13.99	$ 13.13	31.7	31.1
150 - 299 Rooms	71.8	69.6	71.6	71.1	56.91	57.04	36.35	37.04	15.25	13.84	23.2	21.8
300 - 600 Rooms	70.7	71.0	75.8	76.0	71.26	70.27	45.16	44.02	14.54	13.80	20.0	19.4
Over 600 Rooms	78.9	80.4	94.6	92.0	91.80	88.21	51.50	49.68	23.42	21.62	23.1	22.2
TYPE:												
Hotel	71.6	71.7	73.0	71.8	$ 80.73	$ 78.97	$ 52.85	$ 51.40	$ 20.20	$ 18.78	22.7	21.8
Motor Hotel	74.8	73.7	88.8	85.8	47.74	47.25	27.00	28.21	11.42	10.11	21.2	19.6
Economy	78.8	77.4	89.4	96.9	40.16	38.52	22.05	20.30	12.94	12.29	36.3	36.9
All Suites	74.2	73.1	147.0	149.4	79.24	77.53	33.54	32.24	17.59	17.40	19.6	19.7

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF AUGUST 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.5	68.1	66.2	65.4	$ 72.30	$ 70.01	$ 50.14	$ 48.48	$ 18.31	$ 17.32	21.0	20.7
CENSUS REGION:												
Northeast	69.2	72.3	46.5	46.0	$110.59	$105.03	$ 78.71	$ 74.81	$ 26.38	$ 24.12	22.9	22.1
North Central	61.6	62.7	40.9	40.7	56.52	54.69	40.84	39.75	13.51	12.94	23.4	23.2
South	70.9	69.0	83.3	83.3	65.87	62.85	42.09	40.17	15.41	14.74	18.7	18.8
West	65.6	65.5	60.8	59.1	67.00	66.12	47.73	47.19	14.78	13.97	23.1	22.6
CENSUS DIVISION:												
New England	61.7	63.4	39.4	37.0	$ 82.37	$ 79.93	$ 61.07	$ 59.32	$ 19.61	$ 18.35	22.3	21.9
Middle Atlantic	72.0	74.8	47.7	47.6	119.32	112.89	81.59	77.31	27.92	25.42	23.0	22.1
South Atlantic	75.1	72.8	96.2	95.9	70.11	66.37	42.12	39.82	16.27	15.62	18.5	18.8
East North Central	62.3	63.6	38.8	38.2	57.97	55.72	42.88	41.65	13.74	13.05	22.9	22.6
East South Central	46.8	51.6	23.3	24.0	44.31	45.43	37.83	40.34	*	*	*	*
West North Central	60.4	60.9	45.8	46.7	53.77	52.72	36.27	35.47	12.97	12.68	24.7	24.7
West South Central	62.4	61.4	49.2	51.2	55.65	54.63	42.05	41.34	12.98	12.34	19.3	18.5
Mountain	58.5	57.1	39.8	36.4	51.31	51.75	36.32	37.98	12.09	11.72	23.9	23.2
Pacific	69.4	70.6	63.1	61.5	74.14	73.13	48.77	48.01	15.79	14.87	22.9	22.4
AFFILIATION:												
Chain	68.6	68.4	64.0	62.3	$ 69.98	$ 67.58	$ 49.03	$ 47.69	$ 17.86	$ 16.81	21.1	20.8
Independent	68.1	67.1	76.3	79.6	85.20	82.39	54.77	51.74	21.08	20.46	20.3	20.6
LOCATION:												
Center City	66.3	67.2	52.7	52.8	$ 91.65	$ 88.30	$ 65.37	$ 62.51	$ 22.92	$ 21.39	22.2	21.7
Suburban	65.4	64.1	54.1	52.5	58.93	57.72	40.05	39.54	13.69	13.09	21.7	21.4
Airport	69.5	69.8	38.3	40.5	57.49	55.71	46.81	45.26	13.32	12.76	21.1	20.9
Highway	69.5	68.7	96.9	91.6	47.81	46.39	26.72	26.48	12.03	10.97	22.1	20.7
Resort	74.6	73.0	104.9	105.8	90.58	85.08	51.25	48.05	18.54	17.75	17.1	17.6
SIZE:												
Under 150 Rooms	65.8	65.6	63.8	62.6	$ 51.03	$ 49.14	$ 33.62	$ 32.65	$ 15.11	$ 14.05	28.4	27.6
150 - 299 Rooms	66.1	64.9	59.4	57.8	61.89	60.43	42.39	41.95	15.24	14.68	21.1	21.0
300 - 600 Rooms	68.6	68.5	63.0	63.5	77.23	74.19	52.13	49.83	16.03	15.51	18.9	19.1
Over 600 Rooms	74.5	75.0	76.7	74.9	98.40	94.26	60.77	58.27	23.52	21.71	21.4	20.8
TYPE:												
Hotel	68.1	68.0	58.1	57.9	$ 86.70	$ 83.52	$ 60.16	$ 57.71	$ 19.87	$ 18.83	20.7	20.5
Motor Hotel	68.7	68.1	74.9	72.0	47.60	46.14	29.51	29.34	11.85	10.67	21.9	20.4
Economy	68.0	67.4	88.5	92.4	38.89	37.41	21.58	20.49	12.81	12.33	36.4	36.7
All Suites	73.2	71.6	122.0	119.3	86.99	83.57	42.16	41.06	20.14	19.64	19.1	19.4

* Insufficient Response

TREND REPORT AUGUST 1989 COMPARED WITH AUGUST 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	2.7	3.2	-0.6	9.4	73.2	0.7	80.9	1.5	$ 67.45	1.8	$ 87.84	1.3
CENSUS REGION:												
Northeast	1.6	2.2	-3.0	8.0	78.4	-1.8	55.1	-4.8	$113.43	5.1	$152.22	4.4
North Central	-2.6	-4.1	1.5	0.8	69.9	-5.8	50.2	3.7	53.49	1.7	74.06	3.3
South	1.5	2.2	-3.7	11.4	70.9	1.9	99.9	1.2	57.28	1.0	73.99	0.2
West	8.8	8.9	7.6	20.0	77.2	1.8	85.8	5.8	68.49	0.9	86.01	0.8
CENSUS DIVISION:												
New England	7.2	6.6	*	*	69.6	14.1	*	*	$ 59.44	-6.7	$ 60.38	-6.2
Middle Atlantic	1.5	2.2	-3.0	7.9	78.7	-2.2	55.1	-5.2	115.04	5.5	154.96	4.8
South Atlantic	5.6	6.8	-0.6	14.0	74.8	3.7	118.0	1.9	59.44	2.9	77.47	1.7
East North Central	-2.2	-2.6	-2.8	4.6	69.6	-4.8	48.2	5.5	53.81	2.3	73.57	2.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-3.2	-6.3	7.3	-8.8	70.4	-7.2	54.4	0.7	52.98	0.8	74.82	4.2
West South Central	-7.2	-6.9	-10.7	4.9	64.2	-2.0	60.3	-6.8	52.94	-3.4	67.00	-3.7
Mountain	4.7	4.6	5.2	6.1	71.0	5.7	73.8	78.3	51.53	-0.7	55.66	-0.6
Pacific	10.0	10.5	7.8	27.1	80.8	-0.6	87.0	2.5	77.12	1.1	101.45	0.6
AFFILIATION:												
Chain	2.5	3.3	-1.9	7.3	73.5	0.5	80.1	4.2	$ 66.01	1.7	$ 84.06	0.9
Independent	3.7	3.0	3.2	16.6	71.4	0.6	84.7	-9.3	74.96	2.4	107.60	3.0
LOCATION:												
Center City	-1.7	-2.1	-3.4	9.4	69.4	-2.1	65.8	-2.8	$ 85.91	-0.2	$112.93	0.2
Suburban	3.3	4.2	-1.8	13.1	71.3	0.7	68.2	9.1	57.68	2.7	74.00	1.8
Airport	6.9	8.8	0.5	-2.0	74.6	2.9	49.5	-5.7	55.71	2.1	70.86	0.2
Highway	7.1	7.4	4.5	10.9	76.5	1.9	110.7	-0.4	46.62	3.6	54.85	3.3
Resort	6.5	7.6	2.5	10.3	78.4	2.1	128.1	2.6	79.03	6.7	110.19	5.5
SIZE:												
Under 150 Rooms	6.1	5.2	4.7	63.1	72.6	0.7	75.5	4.9	$ 50.10	3.6	$ 59.26	4.5
150 - 299 Rooms	4.7	4.5	4.2	11.1	71.8	3.2	71.6	0.7	56.91	-0.2	72.92	-
300 - 600 Rooms	0.2	0.3	-1.4	7.4	70.7	-0.4	75.8	-0.3	71.26	1.4	96.67	1.3
Over 600 Rooms	2.2	3.9	-4.4	3.0	78.9	-1.9	94.6	2.8	91.80	4.1	121.63	2.3
TYPE:												
Hotel	1.9	2.7	-1.5	7.0	71.6	-0.1	73.0	1.7	$ 80.73	2.2	$109.98	1.5
Motor Hotel	3.2	2.9	4.6	3.3	74.8	1.5	88.8	3.5	47.74	1.0	56.54	1.3
Economy	10.7	10.8	12.3	2.4	78.8	1.8	89.4	-7.7	40.16	4.3	41.47	4.2
All Suites	8.2	6.3	0.1	54.0	74.2	1.5	147.0	-1.6	79.24	2.2	97.34	4.0

* Insufficient Response
\- No Change

YEAR TO DATE TREND REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	5.3	5.3	3.8	11.7	68.5	0.6	66.2	1.2	$ 72.50	3.6	$100.92	3.5
CENSUS REGION:												
Northeast	0.7	0.5	-0.2	6.0	69.2	-4.3	46.5	1.1	$110.59	5.3	$156.68	5.5
North Central	1.8	1.2	2.4	8.2	61.6	-1.8	40.9	0.5	56.52	3.3	86.66	4.0
South	7.4	7.5	5.0	16.1	70.9	2.8	83.3	-	65.87	4.8	91.02	4.7
West	8.2	8.3	7.6	12.4	65.6	0.2	60.8	2.9	67.00	1.3	89.16	1.2
CENSUS DIVISION:												
New England	-1.4	-1.8	-1.3	6.3	61.7	-5.7	39.4	6.5	$ 82.57	3.3	$103.05	3.7
Middle Atlantic	1.1	1.0	-0.1	5.9	72.0	-3.7	47.7	0.2	119.32	5.7	173.38	5.8
South Atlantic	8.9	9.3	5.5	17.3	75.1	3.2	96.2	0.3	70.11	5.6	98.99	5.2
East North Central	1.7	1.4	1.0	9.4	62.3	-2.0	38.8	1.6	57.97	4.0	89.11	4.4
East South Central	-9.7	-11.6	-5.1	*	46.8	-9.3	23.3	-2.9	44.31	-2.5	60.59	-0.4
West North Central	2.1	0.6	5.1	4.5	60.4	-0.8	45.8	-1.9	53.77	2.0	82.04	3.5
West South Central	2.9	2.5	3.0	10.0	62.4	1.6	49.2	-3.9	55.65	1.9	71.69	2.2
Mountain	0.3	1.0	-5.6	-0.8	58.5	2.5	39.8	9.3	51.31	-0.9	58.50	-1.6
Pacific	10.4	10.8	9.1	20.1	69.4	-1.7	63.1	2.6	74.14	1.4	103.10	1.1
AFFILIATION:												
Chain	4.9	5.1	3.0	10.3	68.6	0.3	64.0	2.7	$ 69.98	3.6	$ 94.77	3.3
Independent	6.8	6.3	6.1	15.3	68.1	1.5	76.3	-4.1	85.20	3.4	131.89	3.9
LOCATION:												
Center City	2.5	2.3	1.7	7.6	66.3	-1.3	52.7	-0.2	$ 91.65	3.8	$128.64	4.0
Suburban	5.2	5.3	3.9	11.9	65.4	2.0	54.1	3.0	58.93	2.1	78.68	2.0
Airport	5.8	7.6	-0.5	10.5	69.5	-0.4	38.3	-5.4	57.49	3.2	76.31	1.5
Highway	5.9	5.6	6.3	13.1	69.5	1.2	96.9	5.8	47.81	3.1	58.96	3.3
Resort	9.6	9.5	7.7	18.0	74.6	2.2	104.9	-0.9	90.58	6.5	138.24	6.5
SIZE:												
Under 150 Rooms	5.1	5.3	2.6	14.0	65.8	0.3	63.8	1.9	$ 51.03	3.8	$ 61.52	3.6
150 - 299 Rooms	5.6	5.8	4.5	7.9	66.1	1.8	59.4	2.8	61.89	2.4	84.34	2.2
300 - 600 Rooms	5.6	5.4	4.7	13.1	68.6	0.1	63.0	-0.8	77.23	4.1	111.33	4.3
Over 600 Rooms	4.8	4.9	2.6	12.5	74.5	-0.7	76.7	2.4	98.40	4.4	142.25	4.3
TYPE:												
Hotel	5.1	5.0	3.9	12.1	68.1	0.1	58.1	0.3	$ 86.70	3.8	$126.89	3.9
Motor Hotel	5.1	5.3	3.8	7.4	68.7	0.9	74.9	4.0	47.60	3.2	57.86	3.0
Economy	8.9	8.8	11.6	12.1	68.0	0.9	88.5	-4.2	38.89	4.0	40.16	4.1
All Suites	7.0	7.7	1.5	11.8	73.2	2.2	122.0	2.3	86.99	4.1	111.84	3.4

* Insufficient Response
\- No Change

VARIATION REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	2.7	3.2	-0.6	0.6	-4.1	9.4	1.3	1.8	0.5	11.8	5.3	7.8	3.2
CENSUS REGION:													
Northeast	1.6	2.2	-3.0	-1.2	-8.0	8.0	4.4	5.1	0.1	10.8	5.3	7.3	4.2
North Central	-2.6	-4.1	1.5	3.3	-3.8	0.8	3.3	1.7	5.0	6.0	7.7	8.2	3.3
South	1.3	2.2	-3.7	-2.3	-7.6	11.4	0.2	1.0	-2.1	13.9	5.6	9.5	3.3
West	8.8	8.9	7.6	7.3	8.9	20.0	0.8	0.9	3.3	12.5	0.5	0.7	-2.1
CENSUS DIVISION:													
New England	7.2	6.6	*	*	*	*	-6.2	-6.7	*	*	*	*	*
Middle Atlantic	1.5	2.2	-3.0	-1.2	-8.0	7.9	4.8	5.5	0.1	10.8	5.2	7.3	4.2
South Atlantic	5.6	6.8	-0.6	-	-2.7	14.0	1.7	2.9	-2.8	11.9	2.9	5.4	2.4
East North Central	-2.2	-2.6	-2.8	-0.9	-8.3	4.6	2.7	2.3	-0.6	8.4	9.6	9.7	1.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-3.2	-6.3	7.3	9.0	2.2	-8.8	4.2	0.8	13.4	-1.8	4.7	5.2	7.1
West South Central	-7.2	-6.9	-10.7	-8.0	-17.9	4.9	-3.7	-3.4	-1.5	16.8	11.6	19.7	4.2
Mountain	4.7	4.6	5.2	10.6	-10.3	6.1	-0.6	-0.7	-2.5	-1.5	-1.6	-	-7.5
Pacific	10.0	10.5	7.8	7.0	10.5	27.1	0.6	1.1	4.0	20.0	0.9	0.8	0.1
AFFILIATION:													
Chain	2.5	3.3	-1.9	-0.6	-5.8	7.3	0.9	1.7	-0.9	9.8	4.8	7.9	2.5
Independent	3.7	3.0	3.2	4.0	0.8	16.6	3.0	2.4	4.8	19.1	7.3	7.2	6.7
LOCATION:													
Center City	-1.7	-2.1	-3.4	-1.1	-10.2	9.4	0.2	-0.2	0.7	13.4	7.2	9.6	4.6
Suburban	3.3	4.2	-1.8	-1.9	-1.5	13.1	1.8	2.7	-3.3	13.9	3.3	6.4	-2.0
Airport	6.9	8.8	0.5	0.9	-0.5	-2.0	0.2	2.1	2.8	-0.7	4.1	2.6	5.1
Highway	7.1	7.4	4.5	4.8	3.5	10.9	3.3	3.6	-3.2	8.6	3.1	3.7	3.7
Resort	6.5	7.6	2.5	3.5	-0.4	10.3	5.5	6.7	3.4	13.8	5.4	11.1	5.4
SIZE:													
Under 150 Rooms	6.1	5.2	4.7	5.3	2.8	63.1	4.5	3.6	6.3	63.2	6.6	6.5	0.8
150 - 299 Rooms	4.7	4.5	4.2	5.6	0.3	11.1	-	-0.2	1.9	10.7	6.5	10.2	2.0
300 - 600 Rooms	0.2	0.3	-1.4	-0.6	-3.8	7.4	1.3	1.4	0.6	11.9	4.7	5.4	2.7
Over 600 Rooms	2.2	3.9	-4.4	-2.7	-9.3	3.0	2.3	4.1	-1.7	6.2	5.1	8.3	4.5
TYPE:													
Hotel	1.9	2.7	-1.5	-0.2	-5.2	7.0	1.5	2.2	-0.5	9.3	5.5	7.6	3.8
Motor Hotel	3.2	2.9	4.6	5.4	2.3	3.3	1.3	1.0	6.8	6.1	5.9	13.0	-0.3
Economy	10.7	10.8	12.3	12.8	10.0	2.4	4.2	4.3	7.9	4.6	5.8	5.3	*
All Suites	8.2	6.3	0.1	1.1	-3.1	54.0	4.0	2.2	-1.8	53.1	0.8	1.1	-0.1

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.3	5.3	3.8	4.6	1.6	11.7	3.5	3.6	3.2	11.5	5.5	5.7	3.6
CENSUS REGION:													
Northeast	0.7	0.5	-0.2	0.9	-3.6	6.0	5.5	5.3	4.3	11.1	10.2	9.4	8.2
North Central	1.8	1.2	2.4	3.5	-1.1	8.2	4.0	3.3	3.0	9.6	3.4	4.4	1.5
South	7.4	7.5	5.0	5.4	3.9	16.1	4.7	4.8	2.7	13.5	3.6	4.5	2.0
West	8.2	8.3	7.6	8.5	4.8	12.4	1.2	1.3	3.5	4.9	2.7	5.8	0.7
CENSUS DIVISION:													
New England	-1.4	-1.8	-1.3	-0.1	-4.2	6.3	3.7	3.3	5.7	14.1	5.5	6.9	8.0
Middle Atlantic	1.1	1.0	-0.1	1.1	-3.5	5.9	5.8	5.7	4.1	10.6	10.9	9.8	8.2
South Atlantic	8.9	9.3	5.5	5.6	5.2	17.3	5.2	5.6	2.0	13.5	3.6	4.2	1.5
East North Central	1.7	1.4	1.0	2.0	-2.0	9.4	4.4	4.0	2.0	10.7	3.2	5.3	-0.3
East South Central	-9.7	-11.6	-5.1	-3.1	-14.3	*	-0.4	-2.5	3.2	*	*	*	*
West North Central	2.1	0.6	5.1	6.5	0.8	4.5	3.5	2.0	5.2	5.8	3.8	2.3	5.1
West South Central	2.9	2.5	3.0	4.6	-1.4	10.0	2.2	1.9	3.9	10.7	2.8	5.2	2.5
Mountain	0.3	1.0	-5.6	-3.6	-11.4	-0.8	-1.6	-0.9	-8.9	-5.0	0.9	3.2	-1.7
Pacific	10.4	10.8	9.1	9.8	6.6	20.1	1.1	1.4	4.8	11.1	3.3	6.2	1.0
AFFILIATION:													
Chain	4.9	5.1	3.0	4.0	0.3	10.3	3.3	3.6	2.6	10.2	5.7	6.2	4.1
Independent	6.8	6.3	6.1	6.4	5.2	15.3	3.9	3.4	4.4	13.6	3.9	3.0	0.8
LOCATION:													
Center City	2.5	2.3	1.7	2.8	-1.4	7.6	4.0	3.8	3.8	10.0	7.0	7.2	5.3
Suburban	5.2	5.3	3.9	4.8	1.4	11.9	2.0	2.1	0.1	10.5	3.6	4.6	1.4
Airport	5.8	7.6	-0.5	0.9	-4.4	10.5	1.5	3.2	0.9	9.4	4.7	4.4	4.9
Highway	5.9	5.6	6.3	8.1	1.2	13.1	3.3	3.1	0.6	6.7	3.6	9.7	-4.4
Resort	9.6	9.5	7.7	7.6	8.0	18.0	6.5	6.5	5.0	15.7	5.6	4.5	3.3
SIZE:													
Under 150 Rooms	5.1	5.3	2.6	3.2	0.8	14.0	3.6	3.8	4.7	16.0	8.0	7.5	9.1
150 - 299 Rooms	5.6	5.8	4.5	5.6	1.6	7.9	2.2	2.4	2.5	4.7	2.7	3.8	2.6
300 - 600 Rooms	5.6	5.4	4.7	5.4	2.6	13.1	4.3	4.1	3.0	12.8	3.1	3.4	1.4
Over 600 Rooms	4.8	4.9	2.6	3.3	0.7	12.5	4.3	4.4	3.8	14.0	8.5	8.3	5.7
TYPE:													
Hotel	5.1	5.0	3.9	4.5	2.1	12.1	3.9	3.8	3.5	12.5	5.8	5.5	3.7
Motor Hotel	5.1	5.3	3.8	5.6	-1.2	7.4	3.0	3.2	2.8	5.7	6.0	11.1	5.0
Economy	8.9	8.8	11.6	10.7	14.7	12.1	4.1	4.0	4.5	11.0	4.2	3.9	*
All Suites	7.0	7.7	1.5	2.5	-1.3	11.8	3.4	4.1	-0.8	7.8	1.8	2.5	0.2

* Insufficient Response

FOOD AND BEVERAGE REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 33.02	$ 32.86	$ 10.94	$ 10.71	0.32	0.33	0.21	0.21	55.9	53.4	$ 8.34	$ 7.96	-1.4
CENSUS REGION:													
Northeast	$ 35.81	$ 35.77	$ 14.65	$ 14.68	0.29	0.30	0.20	0.20	61.4	57.9	$ 11.83	$ 11.44	0.5
North Central	33.27	31.68	9.41	8.99	0.32	0.33	0.23	0.22	45.4	46.1	5.68	5.68	-0.3
South	28.37	28.99	9.97	9.76	0.34	0.34	0.22	0.22	55.5	51.9	7.64	7.03	-6.0
West	42.55	41.21	10.29	10.04	0.32	0.34	0.22	0.22	50.5	56.4	6.24	6.76	4.9
CENSUS DIVISION:													
New England	$ *	$ *	$ *	$ *	*	*	*	*	*	*	$ *	$ *	*
Middle Atlantic	35.81	35.77	14.65	14.68	0.29	0.30	0.20	0.20	61.4	57.9	11.83	11.44	0.5
South Atlantic	29.45	30.30	11.00	10.53	0.33	0.33	0.23	0.23	57.3	53.9	8.49	7.63	-6.2
East North Central	28.46	28.62	8.87	8.56	0.35	0.35	0.24	0.22	49.0	48.1	5.87	5.75	-4.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	42.04	37.08	10.16	9.65	0.29	0.31	0.21	0.22	41.3	43.7	5.44	5.58	5.3
West South Central	26.04	26.43	7.68	8.04	0.35	0.35	0.19	0.20	51.4	47.6	5.52	5.52	-5.8
Mountain	20.23	20.75	6.03	6.24	0.31	0.36	0.23	0.23	41.8	46.0	3.12	3.60	18.9
Pacific	46.34	44.56	10.64	10.30	0.32	0.33	0.22	0.22	54.4	61.5	7.84	8.31	3.9
AFFILIATION:													
Chain	$ 29.10	$ 29.36	$ 10.84	$ 10.77	0.31	0.32	0.21	0.21	57.4	55.2	$ 8.73	$ 8.54	-0.7
Independent	53.11	50.68	11.30	10.53	0.33	0.34	0.23	0.22	49.3	45.6	6.50	5.43	-3.9
LOCATION:													
Center City	$ 31.22	$ 31.00	$ 12.66	$ 12.37	0.30	0.31	0.21	0.21	64.2	61.6	$ 10.94	$ 10.60	-2.2
Suburban	30.01	31.03	9.42	9.68	0.34	0.34	0.22	0.22	51.8	50.0	6.60	6.50	0.2
Airport	29.79	28.98	9.00	9.51	0.32	0.33	0.21	0.21	46.7	45.3	5.27	5.50	5.9
Highway	25.73	26.59	9.02	7.64	0.32	0.33	0.25	0.21	45.8	43.0	5.86	4.14	-10.9
Resort	45.65	44.15	11.13	10.65	0.33	0.34	0.22	0.22	48.5	44.5	6.93	6.33	-1.7
SIZE:													
Under 150 Rooms	$ 43.38	$ 40.79	$ 7.35	$ 7.09	0.37	0.37	0.27	0.28	42.3	41.7	$ 3.54	$ 3.24	2.7
150 - 299 Rooms	29.43	28.89	9.26	8.81	0.34	0.36	0.23	0.21	48.3	48.3	6.21	6.04	-1.1
300 - 600 Rooms	34.29	34.07	11.03	11.13	0.32	0.33	0.22	0.22	54.1	51.3	7.54	7.61	2.2
Over 600 Rooms	32.59	33.15	13.12	12.62	0.29	0.29	0.19	0.19	63.9	59.7	11.46	10.45	-6.1
TYPE:													
Hotel	$ 36.73	$ 36.91	$ 11.70	$ 11.49	0.31	0.32	0.21	0.21	58.8	55.5	$ 9.37	$ 8.91	-2.0
Motor Hotel	21.50	20.13	7.14	6.63	0.35	0.36	0.23	0.23	39.8	41.4	3.58	3.53	0.8
Economy	7.20	6.67	*	*	*	*	*	*	*	*	*	*	*
All Suites	35.37	36.03	15.43	15.41	0.31	0.34	0.23	0.24	43.8	43.0	9.32	8.98	-2.2

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF AUGUST 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBERS COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 43.08	$ 41.76	$ 12.14	$ 11.67	0.31	0.31	0.22	0.21	48.8	48.4	$ 8.15	$ 7.84	0.6
CENSUS REGION:													
Northeast	$ 48.10	$ 46.13	$ 15.67	$ 15.15	0.29	0.29	0.20	0.20	56.3	54.2	$ 11.95	$ 11.19	-3.3
North Central	42.65	41.39	9.64	9.30	0.33	0.33	0.23	0.24	43.5	43.9	5.58	5.44	0.1
South	39.34	38.29	11.74	11.20	0.32	0.32	0.21	0.22	45.0	45.4	7.31	7.08	0.7
West	48.10	46.49	11.35	10.81	0.31	0.33	0.23	0.23	52.2	51.7	7.20	6.92	4.9
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	48.08	46.20	16.31	15.76	0.28	0.28	0.20	0.20	56.5	54.3	12.47	11.60	-3.4
South Atlantic	43.54	42.68	12.58	11.98	0.31	0.32	0.22	0.22	44.5	44.7	7.71	7.40	0.1
East North Central	40.90	40.11	9.35	9.03	0.33	0.34	0.24	0.24	43.1	43.6	5.47	5.35	-1.4
East South Central	18.64	18.07	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.51	44.23	10.18	9.83	0.32	0.31	0.22	0.23	44.1	44.5	5.77	5.62	3.1
West South Central	28.18	27.13	8.99	8.60	0.33	0.33	0.21	0.21	47.3	48.3	5.97	6.00	2.8
Mountain	30.57	33.54	8.98	9.26	0.33	0.33	0.26	0.25	48.2	45.0	5.49	5.22	-0.9
Pacific	50.85	48.53	11.58	10.97	0.31	0.32	0.23	0.22	53.4	54.3	7.81	7.57	5.5
AFFILIATION:													
Chain	$ 37.85	$ 36.90	$ 11.97	$ 11.53	0.31	0.31	0.21	0.21	49.8	48.9	$ 8.23	$ 7.90	0.5
Independent	69.06	66.18	12.79	12.21	0.32	0.33	0.23	0.23	45.2	46.6	7.77	7.56	1.0
LOCATION:													
Center City	$ 42.35	$ 40.78	$ 14.07	$ 13.56	0.29	0.29	0.21	0.21	55.5	54.7	$ 10.96	$ 10.55	-0.5
Suburban	36.40	36.35	9.49	9.40	0.34	0.34	0.23	0.23	45.8	44.8	5.83	5.73	3.9
Airport	32.82	32.53	10.22	9.99	0.32	0.33	0.21	0.21	46.8	46.0	6.18	5.93	-2.1
Highway	33.06	32.86	9.18	8.57	0.32	0.33	0.23	0.23	38.3	39.0	4.73	4.40	-1.0
Resort	61.12	58.21	13.38	12.56	0.32	0.32	0.22	0.22	41.6	41.9	7.40	7.05	1.6
SIZE:													
Under 150 Rooms	$ 45.66	$ 43.62	$ 8.88	$ 8.28	0.36	0.37	0.26	0.26	44.2	43.0	$ 4.83	$ 4.37	-4.1
150 - 299 Rooms	36.64	35.76	9.81	9.40	0.33	0.34	0.23	0.24	46.9	46.8	6.35	6.10	1.1
300 - 600 Rooms	44.79	43.48	12.41	12.08	0.32	0.32	0.22	0.21	46.4	46.3	7.68	7.64	3.0
Over 600 Rooms	46.58	44.87	15.05	14.35	0.28	0.28	0.19	0.19	52.6	52.1	11.13	10.48	-1.7
TYPE:													
Hotel	$ 47.35	$ 45.96	$ 13.06	$ 12.53	0.30	0.31	0.21	0.21	49.8	49.6	$ 8.99	$ 8.66	0.5
Motor Hotel	25.95	25.24	7.40	7.09	0.35	0.35	0.23	0.22	41.7	40.7	4.11	3.90	0.9
Economy	8.64	8.27	*	*	*	*	*	*	*	*	*	*	16.5
All Suites	44.26	44.63	14.56	14.11	0.32	0.33	0.24	0.25	42.7	42.1	8.28	7.89	-1.9

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF AUGUST 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.1	65.4	63.2	62.5	$ 71.73	$ 69.49	$ 50.55	$ 48.93	$ 18.24	$ 17.56	21.1	21.2
CENSUS REGION:												
Northeast	70.9	73.4	46.2	45.3	$112.69	$107.15	$ 80.09	$ 76.54	$ 25.70	$ 23.55	21.9	21.1
North Central	61.2	61.7	40.0	40.3	55.70	53.73	40.99	39.67	13.45	13.02	23.2	23.3
South	66.9	64.7	79.4	79.7	64.01	61.56	41.77	39.99	15.63	15.53	19.5	20.3
West	63.3	63.1	58.6	57.3	66.22	64.82	47.10	46.16	15.39	14.80	23.9	23.8
CENSUS DIVISION:												
New England	62.9	66.2	39.0	37.5	$ 84.79	$ 81.48	$ 62.32	$ 60.00	$ 19.72	$ 18.27	21.7	21.2
Middle Atlantic	73.8	75.9	47.5	46.6	121.14	115.03	82.99	79.27	27.11	24.80	21.9	21.1
South Atlantic	69.8	67.6	91.0	91.4	67.56	64.62	41.80	39.61	16.48	16.55	19.4	20.6
East North Central	61.9	62.6	37.9	37.9	57.33	54.75	42.97	41.32	13.87	13.43	22.9	23.4
East South Central	51.4	54.5	*	*	45.50	44.95	*	*	*	*	*	*
West North Central	60.0	60.2	44.0	44.9	52.77	51.89	37.38	36.65	12.61	12.21	23.7	23.3
West South Central	60.6	58.7	48.5	49.0	55.18	54.19	41.73	41.34	13.15	12.61	19.8	19.1
Mountain	56.9	55.6	46.2	43.4	52.84	52.35	39.36	39.34	14.40	14.40	25.2	25.8
Pacific	66.9	67.7	61.0	60.1	72.51	71.16	48.48	47.39	15.95	15.03	23.3	22.8
AFFILIATION:												
Chain	66.4	65.7	60.8	59.7	$ 69.26	$ 67.17	$ 49.39	$ 48.20	$ 17.62	$ 16.71	21.1	20.7
Independent	64.8	64.0	74.1	75.5	84.02	81.01	54.57	51.95	22.01	22.68	21.4	23.3
LOCATION:												
Center City	66.2	66.5	51.4	51.4	$ 92.49	$ 89.15	$ 66.66	$ 63.80	$ 22.50	$ 21.09	21.6	21.2
Suburban	63.1	61.5	51.2	49.6	58.64	57.64	40.03	39.72	13.55	13.01	21.4	21.0
Airport	66.8	66.8	37.3	38.7	57.03	55.60	46.42	45.16	13.54	12.99	21.8	21.6
Highway	65.3	64.6	89.5	86.0	46.29	44.88	27.30	26.78	12.02	11.24	22.1	21.4
Resort	69.7	67.5	100.4	101.0	86.22	81.84	49.42	46.72	19.23	19.90	19.1	20.9
SIZE:												
Under 150 Rooms	62.9	62.2	62.3	61.0	$ 49.20	$ 47.34	$ 32.92	$ 31.97	$ 14.87	$ 14.03	28.6	28.4
150 - 299 Rooms	63.1	61.7	56.8	55.2	60.90	59.71	42.13	41.82	15.33	14.94	21.7	21.6
300 - 600 Rooms	66.4	66.0	60.0	60.1	76.48	73.68	52.33	50.20	16.17	15.62	19.4	19.5
Over 600 Rooms	73.5	73.4	72.3	71.7	99.16	95.17	62.43	59.66	23.36	22.27	21.1	21.1
TYPE:												
Hotel	66.6	66.4	56.1	55.8	$ 86.37	$ 83.40	$ 60.42	$ 58.08	$ 19.81	$ 19.06	20.7	20.8
Motor Hotel	65.1	63.6	70.9	68.6	46.49	45.15	29.64	29.29	11.62	10.88	22.0	21.3
Economy	63.5	62.7	81.3	84.5	36.88	35.55	21.73	20.81	13.41	13.15	39.7	40.1
All Suites	69.3	67.5	115.0	113.8	83.30	80.49	41.78	40.60	19.28	18.91	19.8	20.1

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	6.1	6.4	4.7	10.1	66.1	1.1	63.2	1.1	$ 71.73	3.2	$102.43	3.0
CENSUS REGION:												
Northeast	1.3	1.5	-0.8	7.0	70.9	-3.4	46.2	2.0	$112.69	5.2	$162.64	5.0
North Central	2.6	2.7	2.8	0.3	61.2	-0.8	40.0	-0.7	55.70	3.7	87.14	3.6
South	8.5	8.6	7.0	14.3	66.9	3.4	79.4	-0.4	64.01	4.0	90.42	3.9
West	9.3	9.7	8.2	9.7	63.3	0.3	58.6	2.3	66.22	2.2	91.92	1.8
CENSUS DIVISION:												
New England	0.2	-0.6	-0.9	11.4	62.9	-5.0	39.0	4.0	$ 84.79	4.1	$117.35	4.9
Middle Atlantic	1.5	1.9	-0.7	6.0	73.8	-2.8	47.5	1.9	121.14	5.3	176.36	4.9
South Atlantic	9.8	10.1	7.7	15.4	69.8	3.3	91.0	-0.4	67.56	4.5	97.48	4.3
East North Central	2.8	3.5	1.6	0.2	61.9	-1.1	37.9	-	57.33	4.7	87.93	3.9
East South Central	-4.8	-4.5	*	*	51.4	-5.7	*	*	45.50	1.2	66.14	0.9
West North Central	2.3	1.0	4.9	0.6	60.0	-0.3	44.0	-2.0	52.77	1.7	85.72	3.0
West South Central	4.5	4.3	4.5	9.9	60.6	3.2	48.5	-1.0	55.18	1.8	72.63	2.1
Mountain	2.4	2.8	-0.4	4.1	56.9	2.3	46.2	6.5	52.84	0.9	71.76	0.5
Pacific	11.9	12.3	10.1	23.1	66.9	-1.2	61.0	1.5	72.51	1.9	101.39	1.5
AFFILIATION:												
Chain	5.8	6.3	3.9	8.6	66.4	1.1	60.8	1.8	$ 69.26	3.1	$ 96.35	2.7
Independent	7.3	6.8	6.8	14.1	64.8	1.3	74.1	-1.#	84.02	3.7	132.64	4.2
LOCATION:												
Center City	3.8	4.1	2.3	7.4	66.2	-0.5	51.4	-	$ 92.49	3.7	$131.87	3.5
Suburban	7.6	7.3	7.9	12.7	63.1	2.6	51.2	3.2	58.64	1.7	81.04	2.1
Airport	5.9	7.6	1.3	2.3	66.8	-	37.3	-3.6	57.03	2.6	77.71	1.0
Highway	6.1	6.1	5.2	10.0	65.3	1.1	89.5	4.1	46.29	3.1	58.27	3.1
Resort	9.4	9.6	7.6	14.1	69.7	3.3	100.4	-0.6	86.22	5.4	136.95	5.1
SIZE:												
Under 150 Rooms	6.5	7.1	3.4	7.8	62.9	1.1	62.3	2.1	$ 49.20	3.9	$ 59.76	3.4
150 - 299 Rooms	6.8	6.9	6.4	8.7	63.1	2.3	56.8	2.9	60.90	2.0	85.38	1.9
300 - 600 Rooms	6.9	6.7	6.4	11.3	66.4	0.6	60.0	-0.2	76.48	3.8	113.42	4.0
Over 600 Rooms	4.8	5.3	1.9	10.0	73.5	0.1	72.3	0.8	99.16	4.2	147.13	3.6
TYPE:												
Hotel	5.8	5.9	4.5	10.2	66.6	0.3	56.1	0.5	$ 86.37	3.6	$129.73	3.5
Motor Hotel	6.4	6.6	5.1	7.7	65.1	2.4	70.9	3.4	46.49	3.0	57.64	2.7
Economy	10.7	10.5	23.6	14.9	63.5	1.3	81.3	-3.8	36.88	3.7	38.13	4.0
All Suites	8.3	8.8	5.4	10.1	69.3	2.7	115.0	1.1	83.30	3.5	110.98	3.0

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.1	6.4	4.7	5.7	1.6	10.1	3.0	3.2	3.1	8.6	5.2	3.9	3.8
CENSUS REGION:													
Northeast	1.3	1.5	-0.8	0.2	-3.6	7.0	5.0	5.2	2.5	10.9	10.5	9.1	8.2
North Central	2.6	2.7	2.8	4.2	-1.2	0.3	3.6	3.7	2.8	0.6	3.6	3.3	2.2
South	8.5	8.6	7.0	8.0	4.3	14.3	3.9	4.0	3.9	10.4	2.4	0.6	1.7
West	9.3	9.7	8.2	9.2	4.9	9.7	1.8	2.2	3.2	2.6	4.2	4.0	3.6
CENSUS DIVISION:													
New England	0.2	-0.6	-0.9	-0.1	-2.8	11.4	4.9	4.1	4.7	17.6	7.2	7.9	9.1
Middle Atlantic	1.5	1.9	-0.7	0.3	-3.8	6.0	4.9	5.3	2.1	9.5	11.0	9.3	8.1
South Atlantic	9.8	10.1	7.7	8.6	5.3	15.4	4.3	4.5	3.7	10.8	2.3	-0.4	1.5
East North Central	2.8	3.5	1.6	2.6	-1.4	0.2	3.9	4.7	1.7	0.8	3.4	3.3	0.7
East South Central	-4.8	-4.5	*	*	*	*	0.9	1.2	*	*	*	*	*
West North Central	2.3	1.0	4.9	6.9	-0.9	0.6	3.0	1.7	4.5	0.6	4.0	3.3	4.8
West South Central	4.5	4.3	4.5	5.9	0.3	9.9	2.1	1.8	3.4	8.4	2.1	4.3	1.6
Mountain	2.4	2.8	-0.4	0.3	-2.3	4.1	0.5	0.9	-1.5	1.9	2.9	-	0.8
Pacific	11.9	12.3	10.1	11.1	6.9	23.1	1.5	1.9	4.1	12.1	6.9	6.1	5.6
AFFILIATION:													
Chain	5.8	6.3	3.9	5.0	0.9	8.6	2.7	3.1	2.2	7.2	5.8	5.4	4.3
Independent	7.3	6.8	6.8	7.8	3.8	14.1	4.2	3.7	5.9	12.6	3.5	-3.0	2.3
LOCATION:													
Center City	3.8	4.1	2.3	3.4	-1.0	7.4	3.5	3.7	3.0	8.5	7.6	6.7	5.9
Suburban	7.6	7.3	7.9	10.1	2.0	12.7	2.1	1.7	3.4	9.7	3.7	4.2	2.3
Airport	5.9	7.6	1.3	2.7	-2.6	2.3	1.0	2.6	1.4	0.8	4.1	4.2	4.0
Highway	6.1	6.1	5.2	7.2	-0.2	10.0	3.1	3.1	0.1	4.6	2.5	6.9	-4.7
Resort	9.4	9.6	7.6	7.7	7.3	14.1	5.1	5.4	4.2	10.5	3.2	-3.4	2.7
SIZE:													
Under 150 Rooms	6.5	7.1	3.4	4.4	0.8	7.8	3.4	3.9	4.1	7.9	5.3	6.0	5.8
150 - 299 Rooms	6.8	6.9	6.4	8.1	1.6	8.7	1.9	2.0	3.4	5.0	1.9	2.6	1.3
300 - 600 Rooms	6.9	6.7	6.4	7.3	3.6	11.3	4.0	3.8	3.6	9.3	4.4	3.5	2.8
Over 600 Rooms	4.8	5.3	1.9	2.7	-0.2	10.0	3.6	4.2	2.5	10.7	8.0	4.9	6.2
TYPE:													
Hotel	5.8	5.9	4.5	5.5	1.8	10.2	3.5	3.6	3.4	9.7	5.9	3.9	4.2
Motor Hotel	6.4	6.6	5.1	7.0	0.2	7.7	2.7	3.0	2.7	4.7	4.2	6.8	3.8
Economy	10.7	10.5	23.6	22.4	27.4	14.9	4.0	3.7	8.8	10.6	0.6	2.0	*
All Suites	8.3	8.8	5.4	6.6	2.2	10.1	3.0	3.5	1.7	5.1	1.6	2.0	0.2

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF AUGUST 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.05	$ 43.70	$ 12.63	$ 12.09	0.31	0.31	0.22	0.22	47.9	47.3	$ 8.29	$ 7.98	1.6
CENSUS REGION:													
Northeast	$ 50.12	$ 48.90	$ 16.24	$ 15.87	0.29	0.28	0.20	0.20	53.1	50.2	$ 11.57	$ 10.81	-2.3
North Central	44.64	43.43	9.65	9.37	0.33	0.33	0.24	0.23	42.3	42.7	5.47	5.41	1.8
South	41.30	39.76	12.37	11.58	0.32	0.32	0.22	0.22	45.3	45.8	7.63	7.42	1.7
West	49.03	47.50	11.57	11.02	0.32	0.33	0.23	0.22	51.1	50.4	7.51	7.11	5.5
CENSUS DIVISION:													
New England	$ 52.04	$ 49.72	$ 12.87	$ 12.59	0.32	0.33	0.23	0.23	51.8	49.6	$ 9.13	$ 8.75	-2.1
Middle Atlantic	49.81	48.77	16.92	16.53	0.28	0.28	0.20	0.20	53.3	50.3	12.05	11.20	-2.4
South Atlantic	45.40	43.79	13.27	12.29	0.32	0.32	0.22	0.22	45.0	45.5	8.08	7.80	1.0
East North Central	42.58	41.86	9.22	9.04	0.34	0.34	0.24	0.24	42.5	42.8	5.41	5.41	1.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.31	46.24	10.24	9.84	0.32	0.32	0.24	0.23	42.1	42.6	5.36	5.42	2.8
West South Central	30.13	29.14	9.35	9.13	0.33	0.33	0.21	0.23	46.7	47.7	6.09	6.13	4.3
Mountain	42.47	43.12	11.24	11.07	0.35	0.34	0.22	0.23	47.6	47.0	7.21	6.94	-1.2
Pacific	50.64	48.63	11.63	11.01	0.31	0.33	0.23	0.22	53.6	53.2	7.68	7.22	6.7
AFFILIATION:													
Chain	$ 39.85	$ 38.98	$ 12.27	$ 11.85	0.31	0.31	0.21	0.21	48.2	47.2	$ 8.19	$ 7.86	1.8
Independent	71.17	67.22	14.03	13.02	0.32	0.33	0.23	0.23	46.8	47.5	8.75	8.52	0.7
LOCATION:													
Center City	$ 44.59	$ 43.29	$ 14.57	$ 14.03	0.29	0.29	0.21	0.21	52.9	51.6	$ 10.73	$ 10.20	0.2
Suburban	40.10	38.77	10.28	9.74	0.34	0.34	0.23	0.23	44.2	43.3	5.91	5.86	5.2
Airport	34.48	33.99	10.53	10.18	0.32	0.32	0.22	0.21	46.3	45.6	6.39	6.12	-0.7
Highway	34.53	34.48	9.13	8.65	0.32	0.33	0.23	0.22	39.2	39.6	4.76	4.57	0.2
Resort	61.70	59.19	13.79	13.09	0.33	0.33	0.22	0.22	43.3	43.8	8.08	7.82	2.7
SIZE:													
Under 150 Rooms	$ 45.38	$ 43.60	$ 9.05	$ 8.46	0.36	0.37	0.26	0.27	43.2	42.9	$ 4.92	$ 4.56	-3.2
150 - 299 Rooms	38.96	37.69	10.54	9.86	0.33	0.34	0.24	0.24	46.3	46.4	6.56	6.39	2.1
300 - 600 Rooms	46.47	44.86	12.60	12.27	0.32	0.32	0.22	0.22	46.1	46.0	7.79	7.74	3.1
Over 600 Rooms	49.07	47.85	15.76	15.03	0.28	0.28	0.19	0.19	51.1	49.6	11.30	10.46	-2.1
TYPE:													
Hotel	$ 49.39	$ 47.76	$ 13.56	$ 12.93	0.31	0.31	0.21	0.21	48.9	48.2	$ 9.08	$ 8.70	1.1
Motor Hotel	27.50	26.79	7.53	7.30	0.36	0.36	0.23	0.23	41.3	40.6	4.22	4.09	3.4
Economy	9.32	8.57	*	*	*	*	*	*	*	*	*	*	*
All Suites	48.07	47.28	15.16	14.66	0.32	0.33	0.24	0.25	42.1	42.6	8.48	8.38	2.6

* Insufficient Response

B5090-4

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Laventhol & Horwath
Certified Public Accountants

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SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

OCCUPANCIES REBOUND WITH A 5.8 PERCENT INCREASE

The beginning of the third quarter starts out with a lion's roar. The September results indicate a strong rebound with the national occupancy rate, reported at 67.4; increasing 5.8 percent from the comparable month in 1988. This is the sharpest increase we have reported this year. Significant increases were evident in the Southern region and, more specifically, in the West South Central division of the country. Their increases in occupancy rate were 9.5 and 12.7 percent, respectively. Properties of airport and resort locations followed the pattern with increases as high as 9.8 percent. The only area with any decline was the North Central sector which reported a 2.8 percent decrease. Surprisingly enough, the year-to-date occupancy rate, reported at 68.4, showed only a slim increase of 1.0 percent. This could be contributed to the major decline in the East South Central sector which reported a negative 8.5 percent change.

The month of September resulted with an average room rate of $71.39, a 4.9 percent increase from the comparable month last year. Total sales per occupied room also increased 4.7 percent. Properties in center city locations show a positive 6.2 percent change after slipping for the past few months. Airport properties report a 0.3 decline, the first of this year. On a year-to-date basis, room sales per occupied room rose 3.7 percent to $72.39.

Room sales, food and beverage sales and sales from other sources combined to surge total sales 11.8 percent when compared to August,1988. Food and beverage sales increased 10.3 percent as number of covers served increased 8.2 percent. The significance isn't as dynamic with the year-to-date results. Food and beverage sales rose 4.4 percent as number of covers served increased slightly by 1.2 percent. Year-to-date average receipt per cover rose from $11.73 to $12.21 in September, 1989.

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	68.0%	1.9%
AFFILIATION:		
Chain	68.1	0.7
Independent	68.0	2.1
CENSUS REGION:		
Northeast	75.6	1.6
North Central	60.2	2.0
South	71.1	4.7
West	64.8	-2.8
CENSUS DIVISION:		
New England	**	**
Middle Atlantic	76.9	0.1
South Atlantic	76.1	4.1
East North Central	59.5	-0.5
East South Central	**	**
West North Central	60.4	4.2
West South Central	63.4	4.6
Mountain	57.4	-9.7
Pacific	69.9	0.6
LOCATION:		
Center City	68.4	3.5
Suburban	63.6	1.9
Airport	63.5	-1.1
Highway	71.4	9.3
Resort	75.5	3.9
SIZE:		
Under 150 rooms	61.9	0.5
150 to 299 rooms	65.2	0.8
300 to 600 rooms	69.0	4.7
Over 600 rooms	75.6	-2.6
TYPE:		
Hotel	69.6	1.2
Motor Hotel	65.4	-1.1
Economy	63.4	-1.1

* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
OCTOBER 1987 - SEPTEMBER 1988
OCTOBER 1988 - SEPTEMBER 1989